

Message Text

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ORIGIN OPIC-06

INFO OCT-01 ARA-10 ISO-00 EB-07 SIG-02 SSO-00 CIAE-00
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DRAFTED BY OPIC/ID/LA:BTMANSBACH:BP
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ARA/ECP:DTAHER (INFO)

-----022231Z 099566 /62

O 022146Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY BOGOTA IMMEDIATE
AMCONSUL CALI IMMEDIATE
AMCONSUL GUAYAQUIL IMMEDIATE
AMEMBASSY LA PAZ IMMEDIATE
AMEMBASSY LIMA IMMEDIATE
AMEMBASSY QUITO IMMEDIATE

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FROM OPIC

E.O. 11652:N/A

TAGS:EINV

SUBJECT: ANDEAN MISSION

THE FOLLOWING INFO WAS RECEIVED APRIL 29, 1977:

1. LINDSAY MANUFACTURING COMPANY HAS A MULTIPLE PURPOSE IN PARTICIPATING IN OPIC "BEACON 1977". LINDSAY DESIRES TO DETERMINE CURRENT AND POTENTIAL INTEREST IN IRRIGATION; PARTICULARLY CENTER PIVOT IRRIGATION. IN THIS CONTEXT, THE COMPANY'S GOAL IS TO IDENTIFY, THROUGH COMMUNICATIONS WITH UNCLASSIFIED

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APPROPRIATE SOURCES, AGRICULTURAL PRACTICES, FINANCING AVAILABILITY FOR IRRIGATION DEVELOPMENT, AND INVESTMENT OPPORTUNITIES FOR THE MANUFACTURE AND SALE OF LINDSAY EQUIPMENT.

2. LINDSAY MANUFACTURING COMPANY IS THE WORLD'S LARGEST MANUFACTURER OF ELECTRIC CENTER PIVOT IRRIGATION EQUIPMENT.

THE COMPANY HAS SALES IN EXCESS OF 55 MILLION DOLLARS WITH REPRESENTATION IN ALL MAJOR U.S. AGRICULTURAL AREAS. LINDSAY'S INTERNATIONAL SALES DIVISION CURRENTLY EMPLOYES 10 PURPLE AND IS ACTIVE WITH SALES ON REPRESENTATIONS IN VENEZUELA, FRANCE, SPAIN, IRAN, AND AUSTRALIA. THE COMPANY HAS A SUBSIDIARY IN AUSTRALIA; PTY AUSTRALIA.

3. LINDSAY IS A SUBSIDIARY OF DEKALB AGRESEARCH, INC., THE LEADING PRODUCER OF HYBRID SEED CORN. WITH MANUFACTURING FACILITIES IN LINDSAY, NEBRASKA, COLUMBUS, NEBRASKA, AND AMARILLO, TEXAS THE COMPANY PRODUCES FOR BOTH DOMESTIC AND INTERNATIONAL MARKETS. CURRENTLY, MORE THAN 800 PEOPLE ARE EMPLOYED BY LINDSAY MANUFACTURING COMPANY.

4. THE PRINCIPAL PRODUCT OF THE COMPANY IS CENTER PIVOT IRRIGATION EQUIPMENT. IN ADDITION, LINDSAY PRODUCES TRAVELING VOLUME GUNS, TRACTOR TOWLINES, AND ALUMINUM IRRIGATION PIPE.

5. LINDSAY MANUFACTURING CO BEGAN IN 1955 BY MR. PAUL ZIMMERER WHO BEGAN A PROPRIETORSHIP, SELLING AND INSTALLING IRRIGATION MOTORS AND ALUMINUM PIPE AT THE PRESENT LOCATION IN LINDSAY, NEBRASKA. IN 1958 MR. ZIMMERER DEVELOPED AND PRODUCED AN ALUMINUM SPRINKLER LINE WHICH COULD BE TOWED BY A TRACTOR. THEN IN 1961 THE FIRST MANUFACTURING FACILITY WAS BUILT, DUE TO THE LARGE INTEREST IN TRACTOR TOW MOVE LINES.

6. BY 1967, SALES HAD GROWN TO 795,000 DOLLARS AND A UNCLASSIFIED

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PARTNERSHIP BETWEEN PAUL, AND HIS SONS BERNARD AND ART ZIMMERER HAD BEEN FORMED WITH THE ADDITIONAL MANUFACTURING FACILITIES WELL UNDERWAY.

7. IN 1968, THE CENTER PIVOT IRRIGATION SYSTEM HAD BEEN PUT ON THE DRAWING BOARD. BY THE FALL OF 1969 SIX CENTER PIVOT MACHINES HAD BEEN MANUFACTURED AND SOLD UNDER THE NAME "ZIMMATIC", SINCE THAT TIME LINDSAY HAS BEEN A MAJOR INNOVATIVE FORCE IN THE INDUSTRY; INTRODUCING MANY TECHNOLOGICAL IMPROVEMENTS FOR IRRIGATED AGRICULTURE.

8. BIOGRAPHY OF BILL FAIRFIELD : MR. FAIRFIELD IS 30 YEARS OLD AND A NATIVE OF THE STATE OF NEBRASKA. HE WAS RAISED IN THE COMMUNITY OF KEARNEY, NEBRASKA WHERE HE RECEIVED HIS EARLY EDUCATION.

9. THE EDUCATIONAL EXPERIENCE OF MR. FAIRFIELD INCLUDES UNDERGRADUATE WORK AT KEARNEY STATE COLLEGE, KEARNEY, NEB AND BRADLEY UNIVERSITY AT PEORIA, ILL WHERE HE RECEIVED A

BA IN INDUSTRIAL ENGINEERING IN 1969. FROM 1973 TO 1975, MR. FAIRFIELD ATTENDED THE HARVARD GRADUATE SCHOOL OF BUSINESS ADMIN WHERE HE RECEIVED A MASTER OF BUSINESS ADMIN DEGREE.

10. WORK EXPERIENCE INCLUDES NEARLY FIVE YEARS WITH THE EASTMAN KODAK CO., HDQED IN ROCHESTER, NY. MR. FAIRFIELD FIRST SERVED AS AN INDUSTRIAL ENGINEER AND LATER AS THE ASSISTANT TO THE VP FOR KODAK'S SUBSIDIARY, THE EASTMAN

GELATINE COMPANY.

11. UPON GRADUATION, MR. FAIRFIELD JOINED LINDSAY MANUFACTURING COMPANY WHERE HE IS DIRECTOR OF CORPORATE DEVELOP.

12. IN THIS CAPACITY HE IS RESPONSIBLE FOR NEW VENTURES AND DIVERSIFICATION. HE IS ALSO A MEMBER OF THE BOARD OF UNCLASSIFIED

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DIRECTORS OF LINDSAY CREDIT CORP, A FINANCING SUBSIDIARY OF LINDSAY MANUFACTURING COMPANY.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Current Classification: UNCLASSIFIED
Concepts: FOREIGN INVESTMENTS
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Decaption Note:
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Disposition Approved on Date:
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Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Litigation History:
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TAGS: EINV, CO, OPIC
To: BOGOTA CALI MULTIPLE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/062ce287-c288-dd11-92da-001cc4696bcc
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